Headquarters U.S. Air Force

Integrity - Service - Excellence

Closing Remarks
Lessons Learned Workshop

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Mr. Bob Moore
HQ USAF/ILEH
9-12 February 2004

Top Ten Things We Learned At This Workshop

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10- When considering grouping projects, remember Spock's advice that "the needs of the many outweigh the needs of the few."

9- Was it Yogi Berra or Gordon Tanner who said, "It's not closed until it's closed!"

8- "Raising the cap" is not just a polite way to greet ladies on the street!

7- Hair cut and color are important discriminators for hiring program managers--just ask Allen Thibeaux and Scott Warner

6- Don't use Britney Spears as an example—these privatization deals are not short-term marriages, they are long-term deals with no divorces

Top Ten Things We Learned At This Workshop

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5- Despite what the MAJCOMs think, money does not grow on the cherry trees in Washington D.C

4- Don't ever give a briefing on pro formas with the lights off and your back to the audience. You never know how many people will be left in the audience or awake when the lights go up!

3- This is a team effort--there is no "I" in privatization!

2- It's hard to argue with people who say, "I get my housing for FREE now. Why should I pay rent in a privatized house?!?"

1- Remember who we are doing this for; we are building homes for our military families

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Workshop Goals (From the Opening Remarks)

- Meet the new players / make additional contacts
- Improve communications
- Update and review latest program policy, guidance, and direction
- Hear from your peers what they did right, and what they would do differently next time
- Take the opportunity to ask questions from the experts and the experienced
- Document our discussion and action items; post minutes within 30 days
- Leave here postured for success

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How did we do?

- **Did we meet the goal?**
- **Did we answer your questions?**
- **Give us your feedback – now or later, formally or informally**

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Keys to Success

- **“Illegitimi Non Carborundum!”**
- **Ask for the requirement, no more**
- **Watch the finances: they can easily kill or delay a project**
- **Put the risk on the developer, not the government**
- **Keep the schedule**
- **You can’t control BRAC**
- **Know the project when you brief it; have the answers ready**
- **Be a team player, and remember we are *all* on the same team**

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Future Happenings

- **Training Opportunities**
  - **University of Maryland Class – Apr/Jun 04**
  - **AFIT Class (WMGT 445)– 12-15 Apr (register by 18 Mar 04)**
    - **http://cess.afit.edu/course_des.cfm?p=WMGT%20445**
  - **AFCEE Training Workshop – May 04**
- **Program Management Review - TBD**
- **Congressional Hearings – Mar 04**
  - **SAF, CSAF, SAF/IE, AF/ILE will testify**
- **AF/IL – MAJCOM/CV housing privatization briefings**
  - **To be scheduled with new AF/IL, Lt Gen Wetekam**

Action Items

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Feb 04 Lessons Learned Workshop

Action Items

Number:	**04LL- 1**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Provide guidance for oral presentation requirement during the solicitation process**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 2**	**Status:**	**Open**	**ECD:**	**30 May 04**
OPR:	**SAF/GCN**	**OCR:**	**SAF/GCQ, SAF/ACQ, AF/ILEH**		
Description:	**Provide guidance on what can be negotiated and/or changed for final closing**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 3**	**Status:**	**Open**	**ECD:**	**30 Apr 04**
OPR:	**AFCEE/HDP**	**OCR:**	**AF/ILEH**		
Description:	**Capture workshop comments/recommendations on communication efforts to ensure guidelines address all examples of communication enhancements**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 4**	**Status:**	**Open**	**ECD:**	**30 Apr 04**
OPR:	**AFCEE/HDP**	**OCR:**			
Description:	**Ensure current power of attorney for tenant lease signature and allotment meets DFAS standards**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 5**	**Status:**	**Open**	**ECD:**	**28 Feb 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Post to Housing Privatization Web site** - **Final briefings** - **Participant listing** - **12 in 12 information**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 6**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Make OSD cap list visible**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 7**	**Status:**	**Open**	**ECD:**	**30 Apr 04**
OPR:	**SAF/GCN**	**OCR:**	**AF/ILEH & AFCEE/HDP**		
Description:	**Confirm how taxation affects school-based aid programs**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 8**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Include in next H gram, how rent and utilities are to be paid and how changing to BAH are to be addressed with the developer and the member**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL- 9**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**SAF/FMC**	**OCR:**	**AF/ILEH & ESG**		
Description:	**Reconsider making scored cost visible in the Generic RFP**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-10**	**Status:**	**Open**	**ECD:**	**30 Apr 04**
OPR:	**AFCEE/HDP**	**OCR:**	**30 May 04**		
Description:	**Revisit rule of thumb and analysis on MILCON equivalent cost in life cycle cost analysis based on data from awarded projects**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-11**	**Status:**	**Open**	**ECD:**	**28 Feb 04**
OPR:	**SAF/FMC**	**OCR:**	**AF/ILEH, ESG, AFCEE/HDP**		
Description:	**Provide proposed Generic RFP change on financial competition for MAJCOM comments**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-12**	**Status:**	**Open**	**ECD:**	**30 Apr 04**
OPR:	**SAF/FMC**	**OCR:**	**MAJCOMs, AF/ILEH**		
Description:	**Look into streamlining economics analysis approval process**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-13**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**SAF/ACQ**	**OCR:**	**SAF/GCN, AF/ILEH**		
Description:	**Review process on how to enhance small business participation and ways to capture data on small business participation**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-14**	**Status:**	**Open**	**ECD:**	**30 Jun 04**
OPR:	**AF/ILEH**	**OCR:**	**ESG**		
Description:	**Consider PSC recommendations for improvements to AF housing privatization process**				
Remarks:					

Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-15**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**AF/ILEH**	**OCR:**	**ESG**		
Description:	**Re-visit policy on rent . . . Unit-based rent vs Tenant- based rent vs Category-based rent, etc.**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-16**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Release housing privatization video**				
Remarks:					

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Feb 04 Lessons Learned Workshop

Action Items

Number:	**04LL-17**	**Status:**	**Open**	**ECD:**	**30 Jun 04**
OPR:	**AF/ILEH**	**OCR:**	**SAF/GCN, SAF/IEI, AFCEE/HDP**		
Description:	**Issue housing privatization delegation letters**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-18**	**Status:**	**Open**	**ECD:**	**28 Feb 04**
OPR:	**AFCEE/HDP**	**OCR:**			
Description:	**Post Buckley town halls briefing and flyer on the lesson-learned workshop web site**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-19**	**Status:**	**Open**	**ECD:**	**30 Apr 04**
OPR:	**AF/ILEH**	**OCR:**	**AFCEE/HDP & ESG**		
Description:	**Review AFCEE lessons learned web site for potential policy changes**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-20**	**Status:**	**Open**	**ECD:**	**28 Feb 04**
OPR:	**AFCEE/HDP**	**OCR:**			
Description:	**Provide CD of all lesson learned workshop power points to PSC's**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-21**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Post H-Grams on the ILEH web site**				
Remarks:					

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Feb 04 Lessons Learned Workshop

Action Items

Number:	**04LL-22**	**Status:**	**Open**	**ECD:**	**31 Mar 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Clarify with examples on rent up and rent down to include when outside category of housing and in relation to availability of housing. Also, confirm policy on segregation by rank**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-23**	**Status:**	**Open**	**ECD:**	**30 Apr 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Provide status on legislation that excludes BAH from being considered as income for participation in School Lunch, Breakfast, Milk program. Exclusion extended un 31 Mar 04**				
Remarks:					

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Feb 04 Lessons Learned Workshop Action Items

Number:	**04LL-24**	**Status:**	**Open**	**ECD:**	**28 Feb 04**
OPR:	**AFCEE/HDP**	**OCR:**	**AF/ILEH**		
Description:	**Confirm Generic RFP language on design reviews to allow continuation of reviews while reducing lender's perception of increased risk for default**				
Remarks:					

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Feb 04 Lessons Learned Workshop

Action Items

Number:	**04LL-25**	**Status:**	**Open**	**ECD:**	**31 May 04**
OPR:	**AF/ILEH**	**OCR:**			
Description:	**Publish AFIs 32-6002 and 32-6007**				
Remarks:					

Comments?
Questions?
Have a safe trip home.
Thanks for coming.

Backup Slides